

Message Text

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ACTION NEA-10

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FM AMCONSUL CALCUTTA

TO USDOC WASHDC

INFO SECSTATE WASHDC 6450

AMEMBASSY NEW DELHI

AMCONSUL BOMBAY

AMCONSUL MADRAS

UNCLAS CALCUTTA 0052

E.O. 11652: NA

TAGS: BEXP, IN

SUBJECT: EARLY WARNING: GOOD PROSPECTS OF INDIAN IMPORTS OF
FERTILIZERS IN 1978: LOCAL DEALER SEEKS AGENCY FOR US
SUPPLIERS

1. INDIAN MINERAL & CHEMICAL INDUSTRIES (IMCI), A
LOCAL FIRM DEALING IN FERTILIZER, CHEMICALS, AND MINERALS
AND THE FORMER AGENT OF A CANADIAN FERTILIZER EXPORTER TO
INDIA, HAS INFORMED US THAT THE GOI-OWNED MINERAL & METALS
TRADING CORP. (MMTC) IS LIKELY TO RE-APPEAR SOON IN THE
WORLD MARKET IN ORDER TO IMPORT LARGE QUANTITIES OF
FERTILIZERS-UREA, AMMONIUM SULFATE, DIA-AMMONIUM PHOSPHATE
AND SULFUR. IMCI HAS REQUESTED US TO ALERT INTERESTED US
EXPORTERS OF FERTILIZERS AS THE MMTC WILL REQUIRE TO
IMPORT BETWEEN JANUARY AND JUNE, 1978 AT LEAST
100,000 TONS OF AMMONIUM SULFATE; 100,000 TONS OF UREA
WITH 46 PERCENT NITROGEN CONTENT; 50,000 TONS OF DIAMMONIUM
PHOSPHATE; AND 20,000 TONS OF SULFUR. IMCI WISHES
TO REPRESENT INTERESTED US SUPPLIERS OF FERTILIZERS
AND INVITES THEIR OFFERS IN ORDER TO SUBMIT BIDS TO
THE MMTC.

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PAGE 02 CALCUT 00052 110640Z

2. A REPRESENTATIVE OF IMCI SHOWED US THE
INITIAL TENDER NOTIFICATION BY MMTC HEADQUARTERS IN
NEW DELHI INVITING OFFERS BY JANUARY 16, 1978 IN
DOLLARS PER METRIC TONS FOBT AND C&F BASIS FOR
SUPPLY OF 100,000 TONS OF AMMONIUM SULPHATE. HE
STATED THAT MORE GLOBAL TENDERS ARE EXPECTED TO BE

ISSUED BY MMTC SHORTLY.

3. IMCI REP CLAIMED TO HAVE PREVIOUS EXPERIENCE AND GOOD CONTRACTS IN MMTC WHICH ACCEPTED IN THE PAST OFFERS OF A CANDIAN SUPPLIER OF FERTILIZER THROUGH IMCI. ON DECEMBER 15, 1977, IMCI WROTE TO SEVEN AMERICAN FIRMS INCLUDING W.R. GRACE & CO., TENNESSEE, AND AGRICO CHEMICALS CO., OKLAHOMA, OFFERING ITS AGENCY SERVICES AND INITING THEIR BIDS FOR SUPPLY OF FERTILIZERS.

4. ACTION REQUESTED: USDOC IS REQUESTED TO ALERT US FERTILIZER EXPORTERS TO INDIAN PLAN FOR FERTILIZER IMPORTS IN 1978. INTRESTED US SUPPLIERS OF FERTILIZERS AND CHEMICALS MAY CONTACT MR. V.N. BHARDQAJ, DIVISIONAL MANAGER (FERTILIZER), MMTC OF INDIA LTD., EXPRESS BUILDING, 9 & 10 BAHADUR SHAH ZAFFAR MARG, NEW DELHI, DIRECLY, OR MAY FIND IT USEFUL TO CONTACT AND SEN THEIR OFFER TO MR. P. NANDI, INDIAN MINERALS & CHEICAL INDUSTRIES, 16 INDIA EXCHANGE PLACE, CALCUTTA 700001, INDIA. LYDON

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